



**International Top Executives recruitment service
from interim assignment to permanent placement**

Success Story

Profile CEO
Manager CEO Europe Id # : 9385

Build and deploy a global broadband ATM multimedia virtual network :

Today, a lot of Investors and fund-raisers are still recovering from the big cold they caught four years ago, from their investment in Internet and Telecommunications. In most cases this disaster and its poor recovery has been based almost entirely on poor decision making. The end result is that many of these investment advisors, as well as a vast number of Chief Executives, are no longer working for their firms. Four years ago, the telecommunications industry showed a positive balance sheet and the prospects for growth were enormous. Today, crippled by a multi-billion dollar debt load, many of these telecommunication companies have either closed down, sought bankruptcy protection or sold off to another deep pocketed carrier.

As you know, the debt troubles spread to almost every sector of the telecommunications industry. Firms that spent the past few years digging up streets, highways and ocean floors to build optic- networks, have burnt through hundreds of millions of dollars. During the past twelve months, more than a dozen telecom providers have filed for bankruptcy, and it is not yet over.

Today, more than 97% of fiber-optic capacity goes unused, and with equipment and telecom suppliers facing significant marketing and financial issues, you may well question why anyone would want to set up a new Telecommunications company.

So what has happened to all those assets, all that unused equipment, all that unused dark fiber. The way I saw it, at 8 cents in the dollar, why not buy up a lot of this equipment and dark fiber, and build a new global telecommunications infrastructure using all this new state of the art unused technology? The key would be in building up a good management team; knowing what you do not know and willing to take advice, and then looking for the "unknown defined factor" that will stop any logical equation from working out. This is the factor when added to $1 + 1$, makes the result not equal to 2.

Many investors and lenders who specialized in distressed companies, and sometimes supplied them with additional capital during a restructuring, all stayed clear of this sector. With investors and lenders turning a cold shoulder to many telecom companies, more and more Telecom Companies going under, what appeared bad for some, had to be good for another. I believed that this was a good time for investing in Telecommunications. It was also time to get rid of all the autocratic managers, whose management style was inherent in this industry since the mid 90's. Whether you are Global Crossing, 360 Networks, MCI or AT&T, it all came down to the style and autocratic beliefs of the top management. Nearly all these top managers have now lost or in the process of losing their jobs. Many Companies have failed through this disease (an arrogant inability to question judgment). I have seen this so many times, and in nearly all cases, the companies managed by these people, have filed for Chapter 11.

So we began with an idea, an opportunity, to capitalize on acquiring assets at bottom rate prices, sometimes even free or in exchange for shares and to raise funds to build and deploy a global broadband ATM multimedia virtual network in conjunction with our equity partners, (i.e. Our suppliers), covering 9 Countries in Asia, the US and Europe.

CEO-Europe - www.ceo-europe.com

Sophia-Antipolis . Köln . London . Paris . Trieste . Budapest . Prague . Boston . Hong Kong

Tel. : **+33 (0) 147 701 998**

Email : info@ceo-europe.com

